

# **2005 MARKET SHARE REPORT**

Historical Loss & LAE Ratio  
of the Top 20 Insurers (1996 to 2005)

## **HOMEOWNERS REPORT**

Graph 1: California Statewide Total

Graph 2: Top 20 Aggregate

Graph 3: Top 5 Aggregate

Graph 3.1: Largest Writer in California

Graph 3.2: 2nd Largest Writer in California

Graph 3.3: 3rd Largest Writer in California

Graph 3.4: 4th Largest Writer in California

Graph 3.5: 5th Largest Writer in California

Data Page 1: Written Premiums

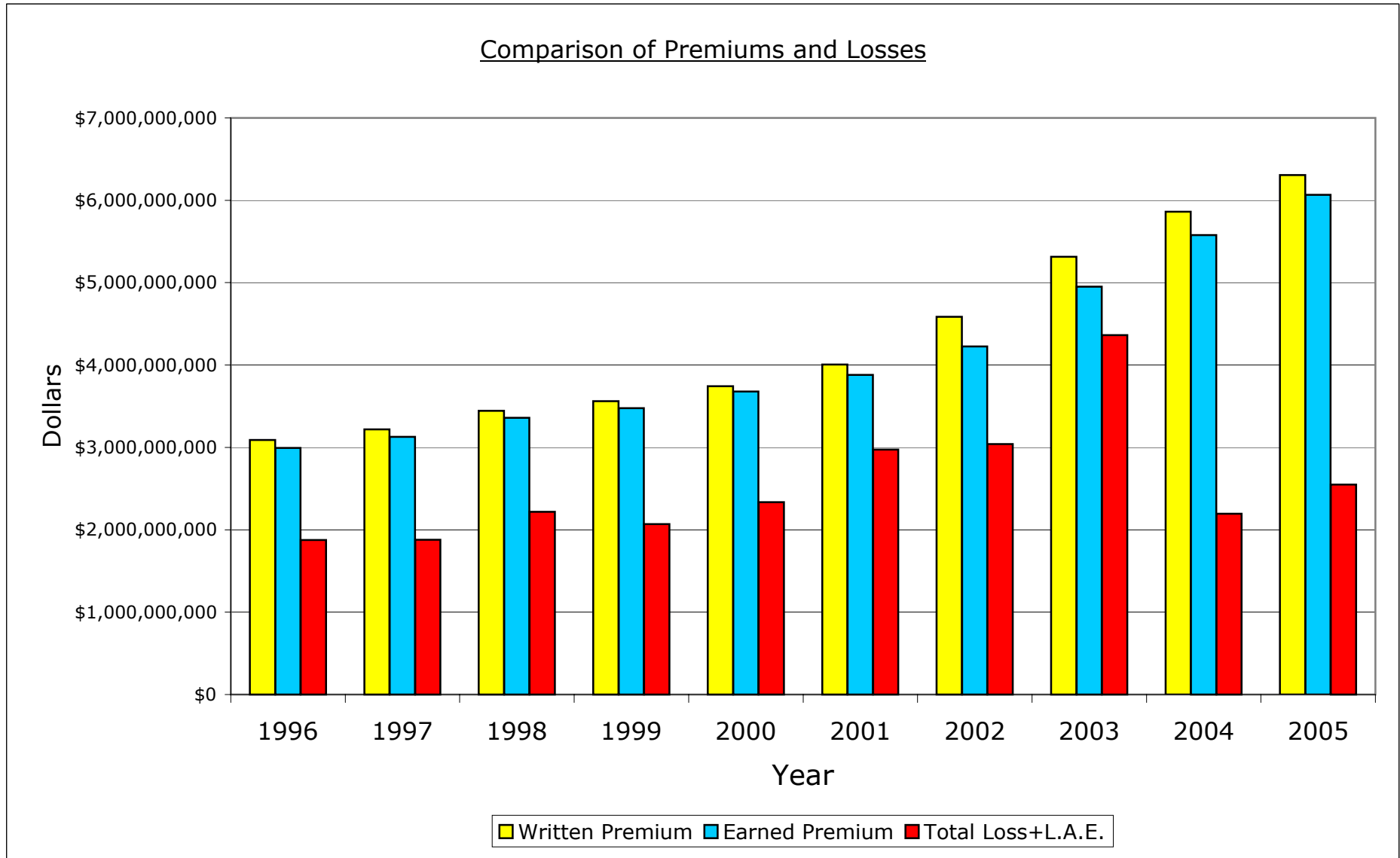
Data Page 2: Earned Premiums

Data Page 3: Incurred Losses + LAE

Data Page 4: Loss + LAE Ratios

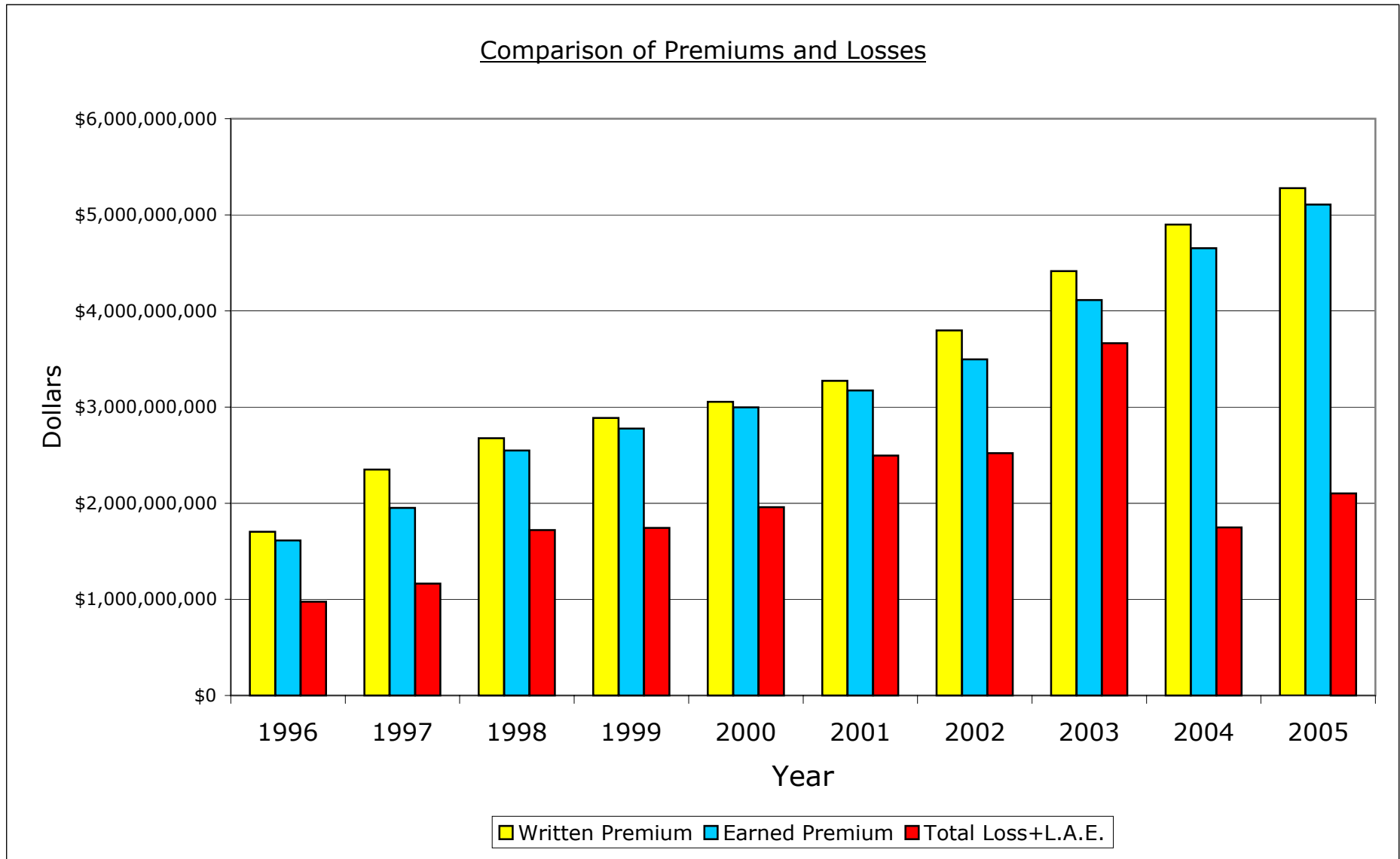
HOMEOWNERS  
California Statewide Total

Graph 1.



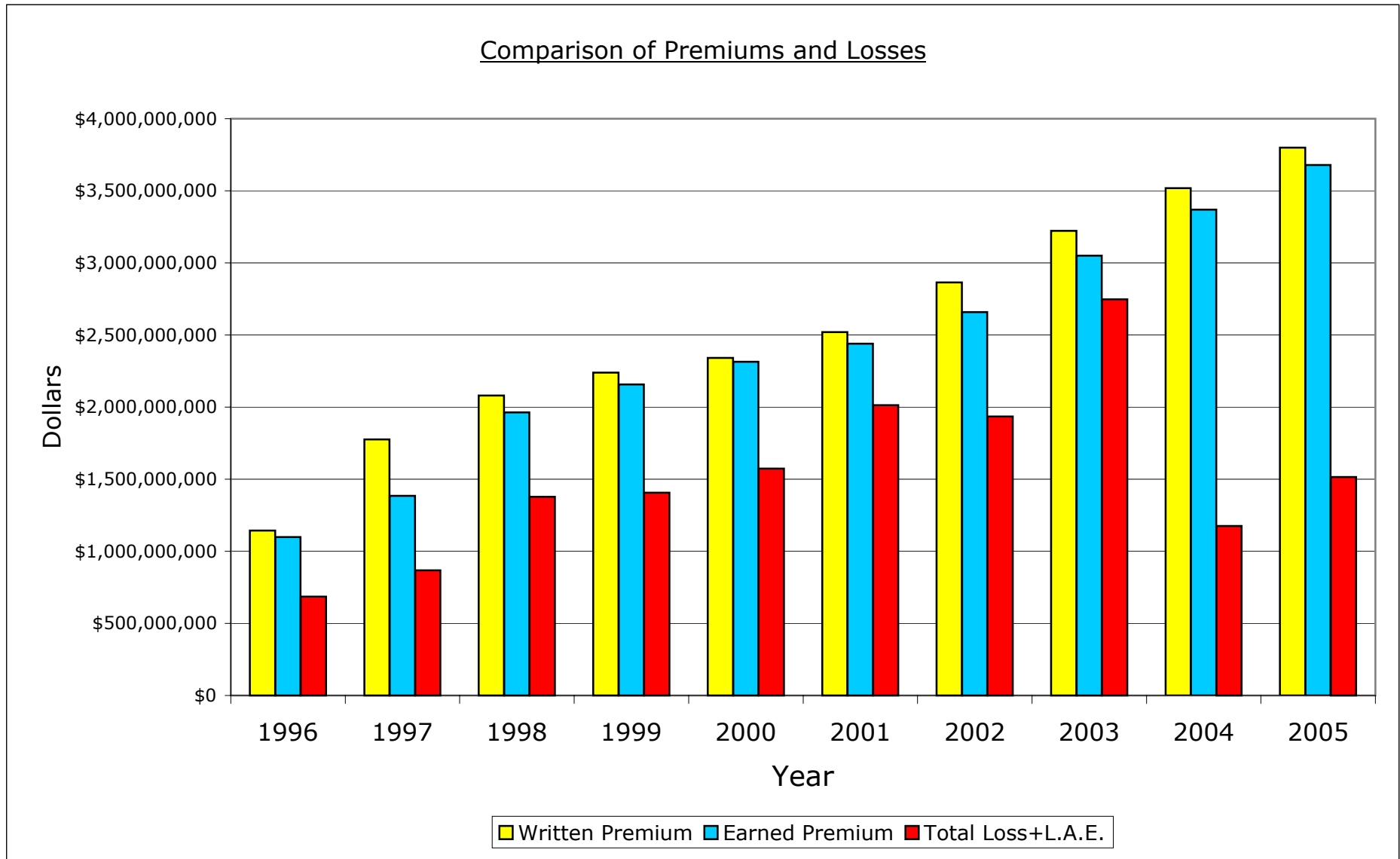
HOMEOWNERS  
Top 20 Insurers Aggregate in California

Graph 2.



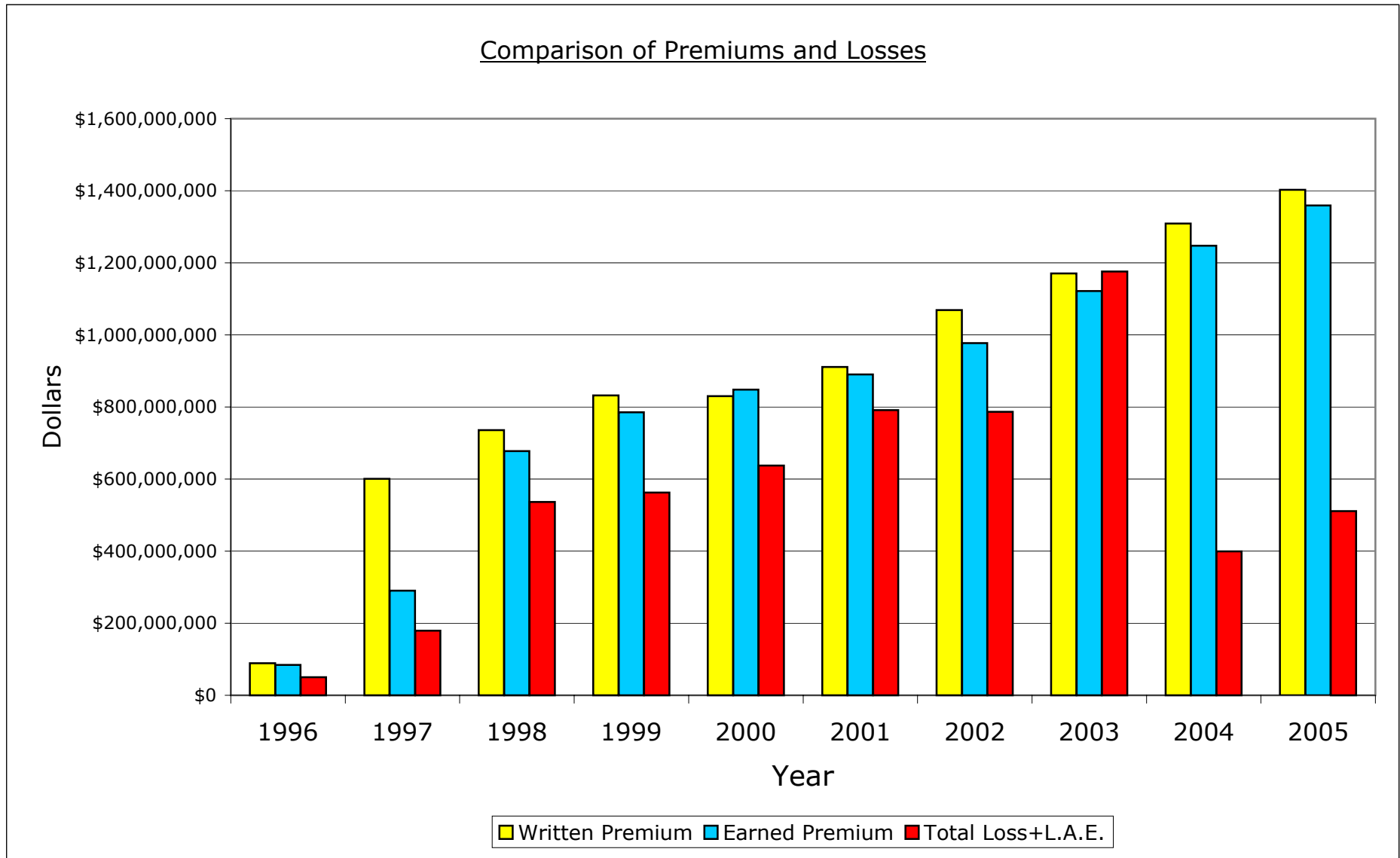
HOMEOWNERS  
Top 5 Insurers Aggregate in California

Graph 3.



HOMEOWNERS  
State Farm General Ins Co  
NAIC # 25151

Graph 3.1



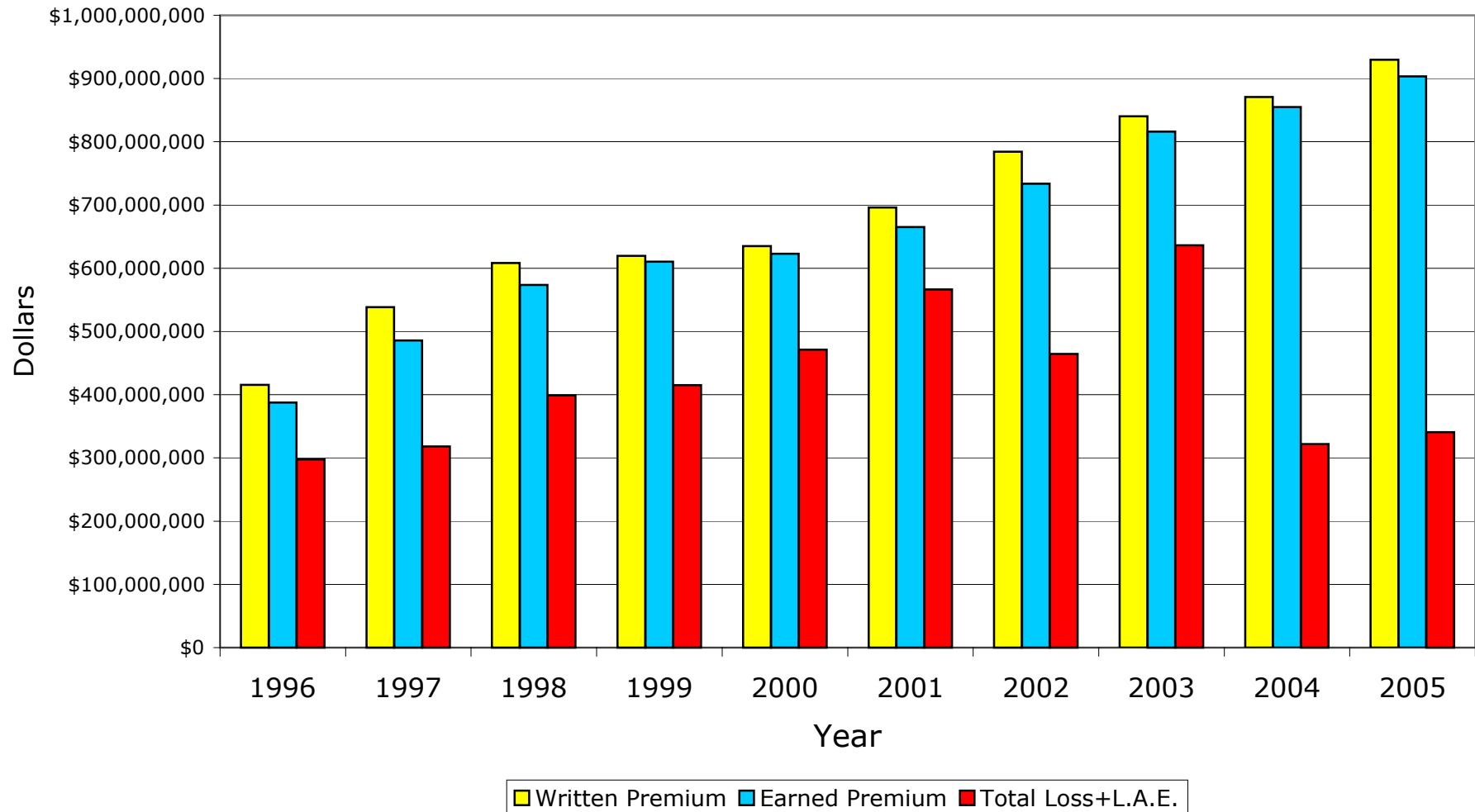
# HOMEOWNERS

Fire Ins Exch

NAIC # 21660

Graph 3.2

Comparison of Premiums and Losses



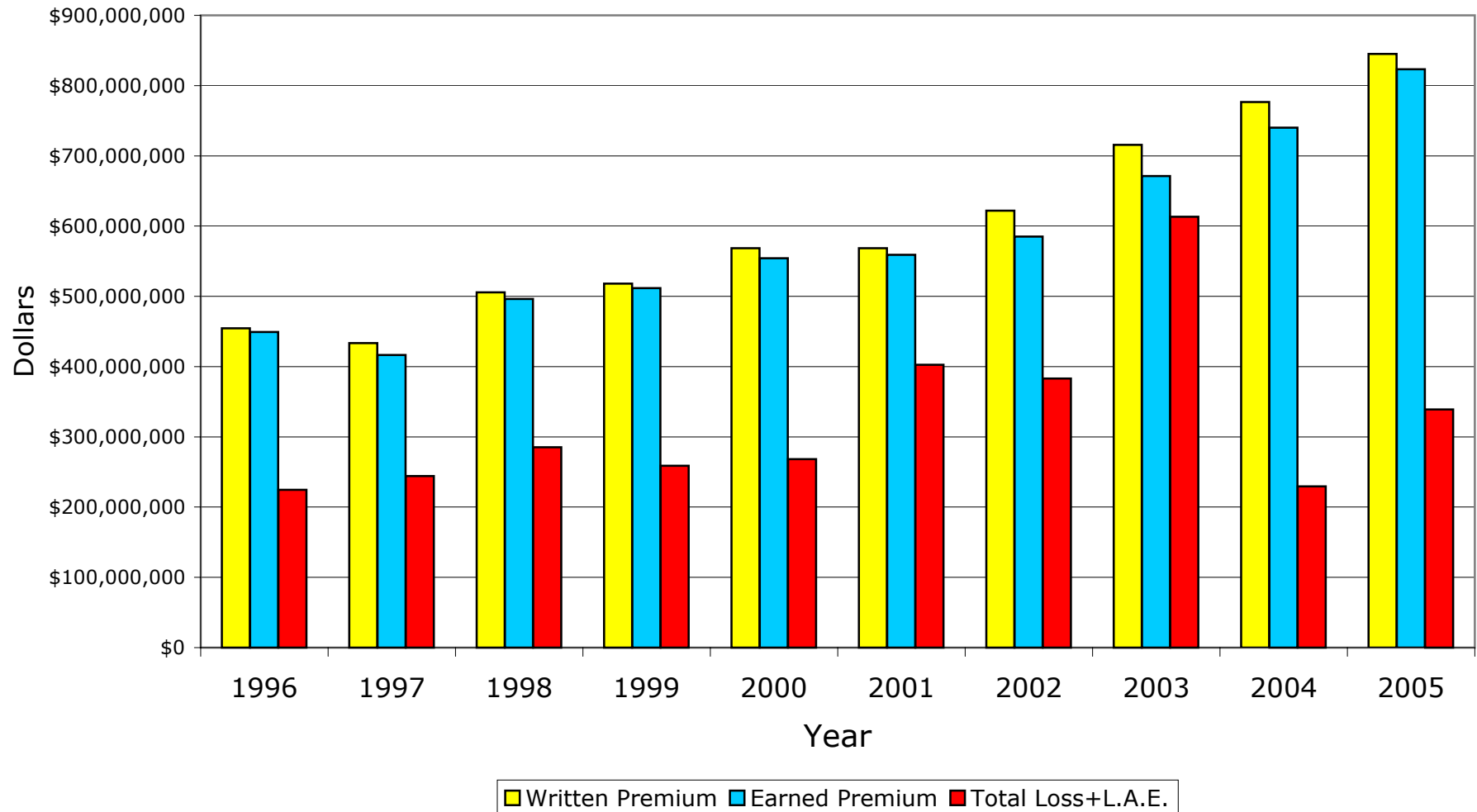
# HOMEOWNERS

Allstate Ins Co

NAIC # 19232

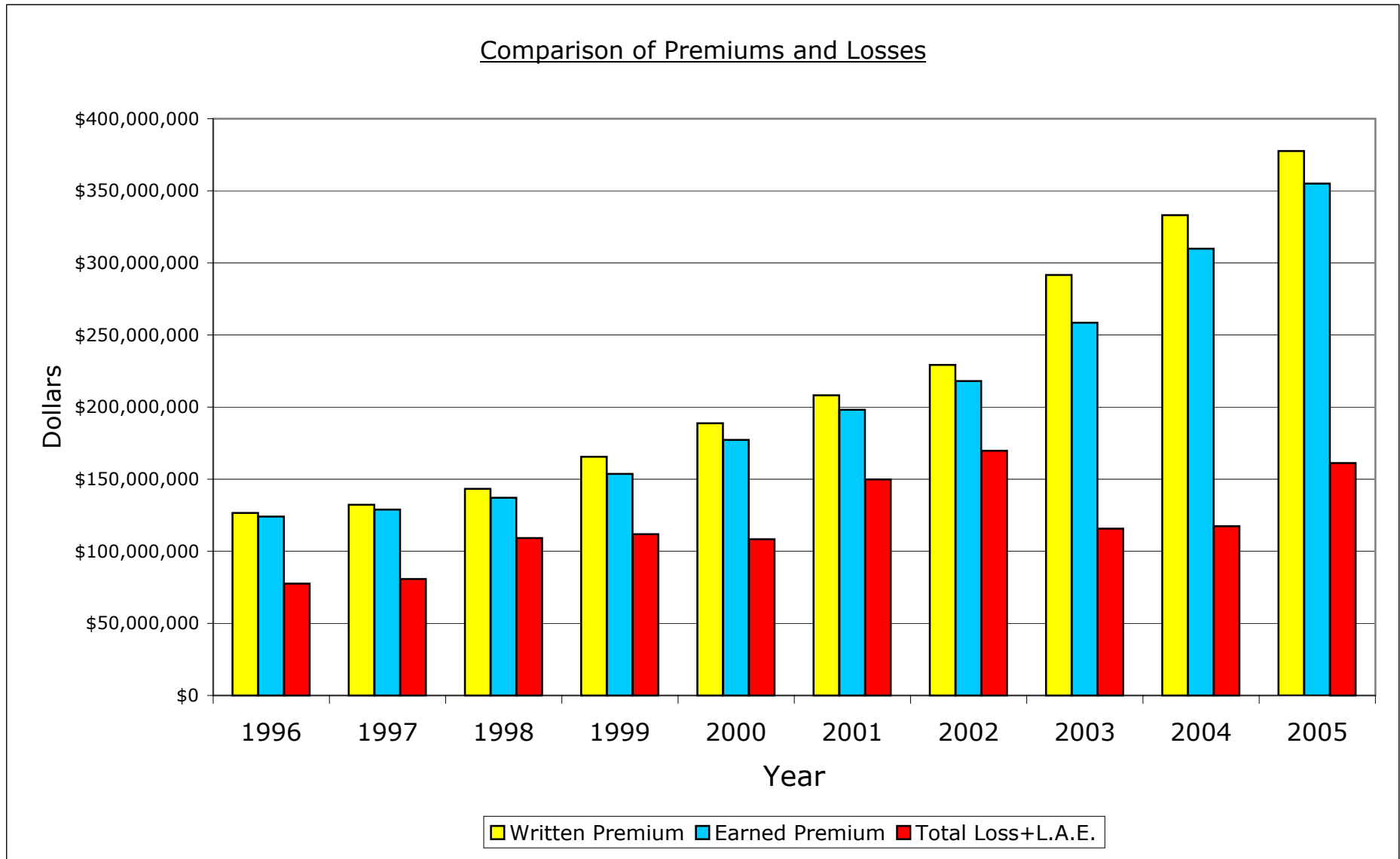
Graph 3.3

Comparison of Premiums and Losses



HOMEOWNERS  
California State Auto Asn Inter-Ins  
NAIC # 15539

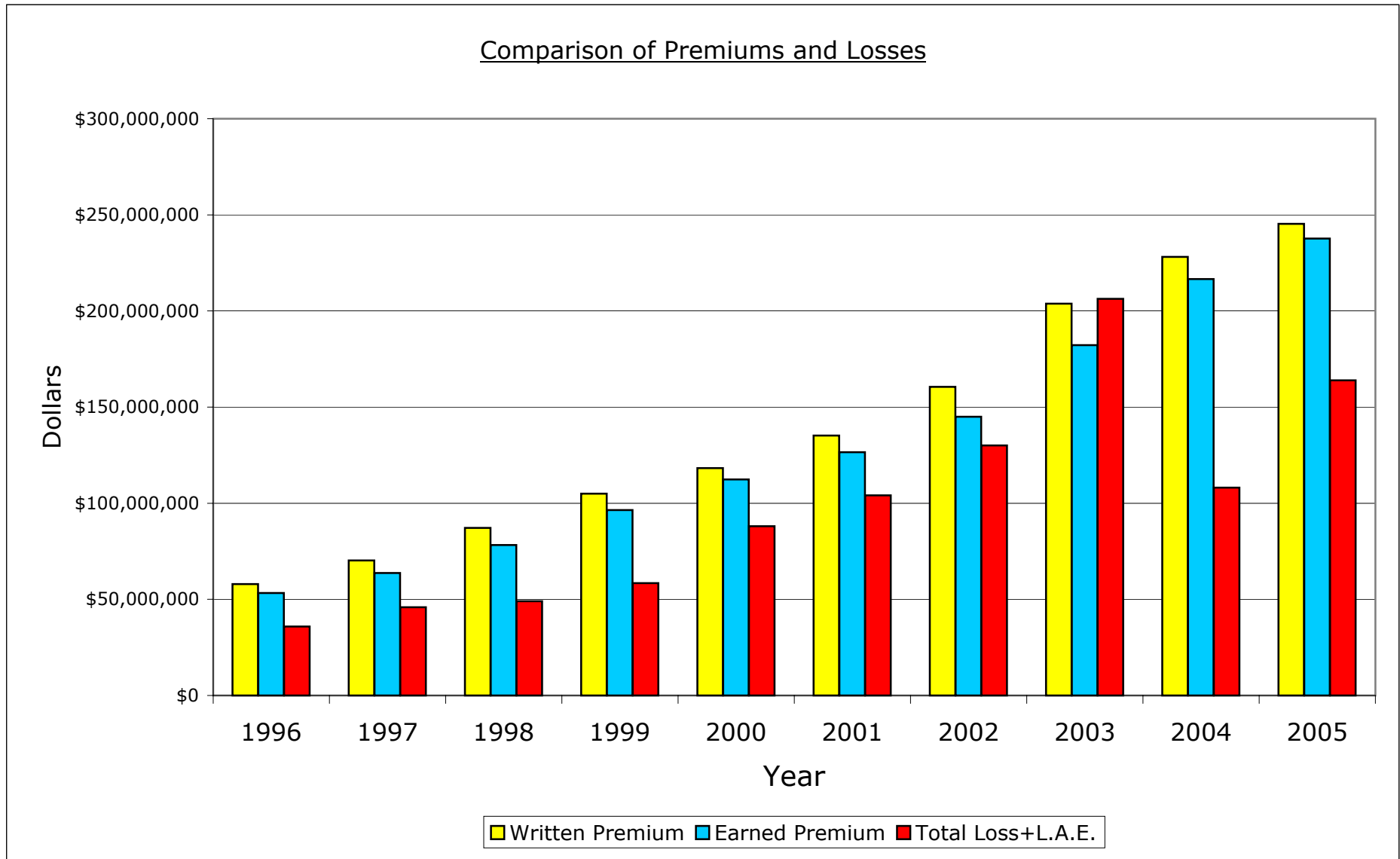
Graph 3.4





HOMEOWNERS  
Interins Exch Of The Automobile Club  
NAIC # 15598

Graph 3.5



# HOMEOWNERS - California Top 20 Companies

## 1996 - 2005 WRITTEN PREMIUM

Data Page 1.

NAIC	COMPANY NAME	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	Grand Total
25151	State Farm General Ins Co	89,075,628	600,645,568	735,902,930	831,858,754	830,221,123	911,279,514	1,068,809,758	1,170,526,471	1,309,339,550	1,402,353,948	8,950,013,244
21660	Fire Ins Exch	415,692,948	538,518,900	608,149,743	619,380,484	635,113,422	696,279,003	784,273,080	840,220,630	871,003,388	929,813,959	6,938,445,557
19232	Allstate Ins Co	454,687,378	433,547,259	505,634,628	518,162,878	568,462,602	568,573,559	622,008,756	715,550,735	776,590,931	844,938,089	6,008,156,815
15539	California State Auto Asn Inter-Ins	126,541,231	132,308,944	143,291,568	165,525,195	188,869,064	208,229,733	229,270,944	291,557,675	333,027,654	377,587,062	2,196,209,070
15598	Interins Exch Of The Automobile Club	57,904,539	70,228,434	87,170,745	104,927,477	118,289,362	135,243,663	160,563,975	203,817,515	228,130,725	245,336,193	1,411,612,628
11908	Mercury Cas Co	5,232,872	8,741,761	10,510,767	19,709,390	41,251,289	63,205,604	94,270,518	126,726,606	150,022,338	175,053,935	694,725,080
25941	United Services Auto Assoc	92,460,059	93,767,245	95,998,865	98,030,411	103,510,453	110,178,116	117,115,015	129,370,448	150,805,514	161,901,367	1,153,137,493
19100	Amco Ins Co	23,748,097	27,256,723	31,609,446	49,911,350	60,490,789	72,992,429	87,206,339	108,549,409	118,895,014	132,306,836	712,966,432
25968	USAA Cas Ins Co	34,014,423	38,118,981	43,282,469	49,354,962	56,860,564	64,714,594	75,137,256	91,252,935	112,478,760	124,808,994	690,023,938
23035	Liberty Mut Fire Ins Co	25,415,249	27,614,006	28,873,265	28,466,272	31,008,608	33,830,767	41,898,199	56,790,303	106,746,733	120,555,155	501,198,557
21873	Firemans Fund Ins Co	73,337,245	74,715,704	77,396,305	74,716,810	74,516,030	78,767,836	78,805,910	96,066,812	103,363,924	115,340,448	847,027,024
26905	Century-Natl Ins Co	78,257,976	84,142,952	80,516,685	73,489,417	68,002,356	59,126,039	64,536,134	86,102,942	95,925,957	90,075,564	780,176,022
37850	Pacific Specialty Ins Co	26,393,315	19,286,394	16,006,257	22,891,404	24,000,969	25,325,465	60,509,327	97,337,400	94,452,078	83,340,879	469,543,488
36161	Travelers Prop Cas Ins Co	25,419,747	24,247,160	28,203,220	29,283,592	28,113,381	27,673,933	29,642,290	46,434,045	66,860,114	80,483,461	386,360,943
24740	Safeco Ins Co Of Amer	91,949,709	93,706,424	97,913,511	105,130,442	108,373,777	61,029,619	68,005,609	74,659,269	79,690,507	79,397,155	859,856,022
34525	First American Speciaty Ins Co	6,803,568	4,429,179	4,625,464	6,031,379	6,486,518	8,749,446	52,178,588	83,854,880	77,730,542	70,587,412	321,476,976
42579	Allied Prop & Cas Ins Co	16,754,455	18,199,860	18,256,614	22,374,945	31,902,400	30,246,461	34,961,775	49,116,057	57,503,665	65,060,102	344,376,334
39012	Safeco Ins Co Of IL	6,863,161	7,150,440	8,621,609	10,226,626	21,488,271	54,898,171	59,255,193	63,231,547	66,392,803	65,001,141	363,128,962
20281	Federal Ins Co	31,167,957	31,114,530	31,117,635	32,219,345	30,654,444	33,095,806	37,574,132	43,242,293	53,421,579	61,602,725	385,210,446
30104	Hartford Underwriters Ins Co	20,398,765	22,833,138	23,753,060	25,802,470	27,494,558	29,355,308	32,843,742	40,054,414	45,231,817	51,002,837	318,770,109
Sub Total		1,702,118,322	2,350,573,602	2,676,834,786	2,887,493,603	3,055,109,980	3,272,795,066	3,798,866,540	4,414,462,386	4,897,613,593	5,276,547,262	34,332,415,140
% of California Total		55.08%	73.01%	77.68%	81.11%	81.65%	81.70%	82.86%	83.08%	83.54%	83.69%	79.60%
Remainder of California		1,388,053,736	869,099,461	769,014,579	672,606,992	686,392,087	733,040,474	785,617,041	899,052,305	965,079,760	1,028,629,160	8,796,585,595
California Total Written Premium		3,090,172,058	3,219,673,063	3,445,849,365	3,560,100,595	3,741,502,067	4,005,835,540	4,584,483,581	5,313,514,691	5,862,693,353	6,305,176,422	43,129,000,735
Countrywide Total Written Premium		27,375,160,000	29,117,151,000	30,959,589,000	32,555,097,000	34,694,915,000	37,555,797,000	43,131,450,000	48,828,578,000	53,356,876,000	57,960,863,000	395,535,476,000
Ratio of CA W.P. / CW W.P.		11.29%	11.06%	11.13%	10.94%	10.78%	10.67%	10.63%	10.88%	10.99%	10.88%	10.90%

Note: The Selection of the Top 20 is based on the 2005 Market Share

# HOMEOWNERS - California Top 20 Companies

## 1996 - 2005 EARNED PREMIUM

Data Page 2 .

NAIC	COMPANY NAME	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	Grand Total
25151	State Farm General Ins Co	84,388,878	290,131,482	677,292,249	785,397,886	848,251,066	890,472,054	977,350,095	1,121,954,641	1,247,604,635	1,359,374,381	8,282,217,367
21660	Fire Ins Exch	387,406,343	485,814,110	573,665,727	610,201,664	623,018,758	664,980,050	733,889,786	816,186,516	854,765,587	903,272,630	6,653,201,171
19232	Allstate Ins Co	449,078,082	416,469,394	496,465,901	511,622,475	554,295,647	559,104,559	585,084,472	671,245,446	740,039,941	823,063,080	5,806,468,997
15539	California State Auto Asn Inter-Ins	124,148,456	128,859,260	137,069,023	153,751,982	177,213,106	198,121,461	218,080,591	258,481,558	309,906,964	355,013,834	2,060,646,235
15598	Interins Exch Of The Automobile Club	53,268,440	63,750,805	78,237,324	96,418,536	112,337,720	126,510,286	144,980,676	182,245,837	216,628,792	237,720,029	1,312,098,445
11908	Mercury Cas Co	5,048,088	7,171,035	9,522,791	14,723,453	30,219,046	52,885,099	79,475,250	111,935,390	137,746,426	161,842,012	610,568,590
25941	United Services Auto Assoc	90,539,693	93,359,785	94,690,755	96,693,751	100,916,760	106,238,204	113,999,264	122,067,635	140,415,927	156,251,113	1,115,172,887
19100	Amco Ins Co	22,122,456	25,226,426	29,708,363	40,325,010	53,572,906	67,687,643	79,374,189	97,179,863	113,643,990	125,103,709	653,944,555
25968	USAA Cas Ins Co	31,259,302	36,111,622	40,526,895	46,139,122	53,090,201	60,296,656	70,083,947	82,289,446	101,981,141	118,690,332	640,468,664
23035	Liberty Mut Fire Ins Co	24,009,546	26,496,806	28,192,382	28,469,351	29,723,759	32,219,770	36,940,994	49,230,138	78,820,490	115,569,239	449,672,475
21873	Firemans Fund Ins Co	68,628,133	73,872,738	76,234,725	77,031,221	74,200,886	76,800,952	78,352,488	86,956,441	99,489,022	109,048,200	820,614,806
26905	Century-Natl Ins Co	68,700,322	81,047,061	81,747,149	76,772,284	70,897,246	64,813,324	61,649,099	73,856,828	91,977,677	93,993,468	765,454,458
37850	Pacific Specialty Ins Co	12,880,652	24,965,597	18,075,726	20,232,910	24,072,126	24,660,042	40,396,227	84,039,738	95,056,508	88,563,404	432,942,930
36161	Travelers Prop Cas Ins Co	22,937,824	24,567,370	25,715,675	28,890,518	29,008,753	27,735,906	28,340,268	37,130,950	56,394,536	73,869,706	354,591,506
24740	Safeco Ins Co Of Amer	93,398,959	91,721,976	95,857,925	99,816,464	113,068,263	80,036,818	64,589,063	71,194,832	77,295,523	79,612,673	866,592,496
34525	First American Specilaty Ins Co	3,766,889	5,587,589	4,622,629	5,500,664	6,170,992	7,195,353	28,886,863	69,061,689	82,737,377	72,674,919	286,204,964
42579	Allied Prop & Cas Ins Co	14,242,587	17,667,112	17,987,236	19,638,532	27,318,410	31,585,032	31,860,561	41,714,569	53,110,879	61,326,029	316,450,947
39012	Safeco Ins Co Of IL	6,873,170	6,910,970	7,843,855	9,239,915	12,355,823	40,221,695	56,772,066	61,016,953	64,932,746	65,623,345	331,790,538
20281	Federal Ins Co	30,651,196	30,928,562	31,139,992	31,701,683	31,603,314	31,901,590	35,065,719	40,234,998	48,220,516	57,931,239	369,378,809
30104	Hartford Underwriters Ins Co	18,497,068	21,606,689	23,306,397	24,628,389	26,713,223	28,356,353	31,325,749	36,162,721	42,472,100	48,013,340	301,082,029

<b>Sub Total <sup>(2)</sup></b>	<b>1,611,846,084</b>	<b>1,952,266,389</b>	<b>2,547,902,719</b>	<b>2,777,195,810</b>	<b>2,998,048,005</b>	<b>3,171,822,847</b>	<b>3,496,497,367</b>	<b>4,114,186,189</b>	<b>4,653,240,777</b>	<b>5,106,556,682</b>	<b>32,429,562,869</b>
<b>% of California Total</b>	<b>53.86%</b>	<b>62.40%</b>	<b>75.86%</b>	<b>79.88%</b>	<b>81.53%</b>	<b>81.74%</b>	<b>82.72%</b>	<b>83.11%</b>	<b>83.42%</b>	<b>84.19%</b>	<b>78.45%</b>
<b>Remainder of California</b>	<b>1,381,076,448</b>	<b>1,176,406,864</b>	<b>810,996,376</b>	<b>699,631,655</b>	<b>679,346,276</b>	<b>708,623,313</b>	<b>730,311,891</b>	<b>836,003,739</b>	<b>924,845,532</b>	<b>958,621,825</b>	<b>8,905,863,919</b>
<b>California Total Earned Premium</b>	<b>2,992,922,532</b>	<b>3,128,673,253</b>	<b>3,358,899,095</b>	<b>3,476,827,465</b>	<b>3,677,394,281</b>	<b>3,880,446,160</b>	<b>4,226,809,258</b>	<b>4,950,189,928</b>	<b>5,578,086,309</b>	<b>6,065,178,507</b>	<b>41,335,426,788</b>

<b>Countrywide Total Earned Premium</b>	<b>26,630,751,000</b>	<b>28,110,783,000</b>	<b>29,950,174,000</b>	<b>31,737,392,000</b>	<b>33,882,470,000</b>	<b>36,182,711,000</b>	<b>40,109,563,000</b>	<b>45,781,232,000</b>	<b>50,804,432,000</b>	<b>55,727,931,000</b>	<b>378,917,439,000</b>
<b>Ratio of CA E.P. / CW E.P.</b>	<b>11.24%</b>	<b>11.13%</b>	<b>11.21%</b>	<b>10.95%</b>	<b>10.85%</b>	<b>10.72%</b>	<b>10.54%</b>	<b>10.81%</b>	<b>10.98%</b>	<b>10.88%</b>	<b>10.91%</b>

# HOMEOWNERS - California Top 20 Companies

## 1996 - 2005 INCURRED LOSSES + LOSS ADJUSTMENT EXPENSE

Data Page 3.

NAIC	COMPANY NAME	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	Grand Total
25151	State Farm General Ins Co	50,107,882	179,490,918	536,496,627	562,327,813	637,473,476	791,438,228	786,935,871	1,175,911,639	399,355,860	511,113,347	5,630,651,662
21660	Fire Ins Exch	297,777,525	318,321,928	398,667,851	414,986,880	471,153,487	566,371,125	464,353,048	636,201,729	321,714,424	340,510,897	4,230,058,895
19232	Allstate Ins Co	224,797,250	244,127,238	285,195,505	258,866,476	268,111,773	402,434,029	382,996,695	613,412,646	229,460,272	339,109,698	3,248,511,583
15539	California State Auto Asn Inter-Ins	77,591,225	80,803,375	109,236,918	111,918,728	108,363,220	149,801,574	169,676,409	115,765,871	117,342,085	161,146,786	1,201,646,190
15598	Interins Exch Of The Automobile Club	35,842,606	45,921,924	49,020,935	58,465,655	87,989,042	104,069,613	130,105,547	206,259,159	108,163,609	163,955,016	989,793,106
11908	Mercury Cas Co	2,623,829	3,637,920	6,555,207	7,922,637	18,957,864	43,021,141	59,376,479	77,864,248	53,132,114	85,350,002	358,441,439
25941	United Services Auto Assoc	55,709,064	47,403,174	57,878,198	56,168,230	60,799,778	62,808,276	78,000,745	116,653,420	72,848,872	49,714,425	657,984,184
19100	Amco Ins Co	12,121,516	14,186,768	16,333,397	22,196,438	32,477,593	50,033,583	70,567,118	101,053,582	51,871,106	58,541,069	429,382,169
25968	USAA Cas Ins Co	18,084,161	20,475,897	25,058,555	30,773,120	29,328,566	41,187,726	45,115,032	63,786,678	43,780,894	45,873,036	363,463,665
23035	Liberty Mut Fire Ins Co	13,103,361	15,403,915	17,484,936	16,522,387	18,658,896	28,291,723	31,397,683	55,501,760	32,209,158	38,896,425	267,470,244
21873	Firemans Fund Ins Co	36,881,714	26,911,979	39,955,266	33,515,533	32,805,113	42,773,948	35,552,514	46,593,524	32,493,194	50,637,366	378,120,151
26905	Century-Natl Ins Co	49,126,326	54,909,496	54,997,772	41,881,315	34,109,273	39,756,335	50,578,456	97,276,484	54,350,901	49,676,082	526,662,440
37850	Pacific Specialty Ins Co	6,069,508	10,448,585	4,392,947	8,550,256	17,620,789	10,128,143	20,746,429	59,600,484	47,392,964	24,635,328	209,585,433
36161	Travelers Prop Cas Ins Co	13,982,576	13,643,379	21,297,586	12,521,180	15,392,220	19,902,582	20,805,133	41,349,791	23,014,480	30,797,227	212,706,153
24740	Safeco Ins Co Of Amer	48,222,991	46,198,120	56,491,818	62,149,803	72,074,456	50,825,136	34,598,443	27,544,097	18,726,153	20,949,917	437,780,935
34525	First American Speciaty Ins Co	1,211,591	1,914,627	1,896,873	1,985,920	2,947,087	5,225,445	19,428,635	89,239,890	48,526,201	37,498,856	209,875,125
42579	Allied Prop & Cas Ins Co	7,626,221	10,411,942	10,863,277	12,740,883	15,986,462	23,022,850	30,606,243	34,670,277	28,890,708	21,290,078	196,108,941
39012	Safeco Ins Co Of IL	1,878,028	2,170,763	3,310,858	4,874,375	7,207,703	29,328,031	43,767,852	37,197,451	31,129,370	28,435,743	189,300,175
20281	Federal Ins Co	10,624,707	16,286,456	8,472,559	11,002,813	12,494,119	15,811,689	22,226,496	37,121,371	17,757,979	20,617,223	172,415,410
30104	Hartford Underwriters Ins Co	12,649,649	10,616,661	15,953,876	14,609,653	15,927,538	19,940,519	23,784,362	30,990,571	17,067,543	24,261,875	185,802,247

<b>Sub Total</b>	976,031,730	1,163,285,065	1,719,560,961	1,743,980,093	1,959,878,456	2,496,171,696	2,520,619,190	3,663,994,672	1,749,227,887	2,103,010,396	20,095,760,147
<b>% of California Total</b>	52.06%	61.90%	77.56%	84.32%	83.91%	83.93%	82.90%	83.96%	79.74%	82.50%	78.82%
<b>Remainder of California</b>	898,861,443	716,051,814	497,490,184	324,252,616	375,867,883	477,963,748	519,934,813	699,779,020	444,503,186	446,044,499	5,400,749,207
<b>California Total</b>	1,874,893,174	1,879,336,880	2,217,051,145	2,068,232,709	2,335,746,339	2,974,135,444	3,040,554,003	4,363,773,692	2,193,731,073	2,549,054,896	25,496,509,354

<b>Countrywide Total</b>	23,464,127,000	18,568,596,000	22,597,218,000	23,661,031,000	26,055,723,000	32,317,281,000	30,974,360,000	31,541,256,000	38,364,231,000	999,999	247,544,822,999
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Note: The Selection of the Top 20 is based on the 2005 Market Share

2. AOE is allocated by California IL \* Countrywide AOE / Countrywide IL

# HOMEOWNERS - California Top 20 Companies

Data Page 4.

## 1996 - 2005 INCURRED LOSSES + LOSS ADJUSTMENT EXPENSE to EARNED PREMIUM RATIO

NAIC	COMPANY NAME	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	Grand Total
25151	State Farm General Ins Co	59.38%	61.87%	79.21%	71.60%	75.15%	88.88%	80.52%	104.81%	32.01%	37.60%	67.98%
21660	Fire Ins Exch	76.86%	65.52%	69.49%	68.01%	75.62%	85.17%	63.27%	77.95%	37.64%	37.70%	63.58%
19232	Allstate Ins Co	50.06%	58.62%	57.45%	50.60%	48.37%	71.98%	65.46%	91.38%	31.01%	41.20%	55.95%
15539	California State Auto Asn Inter-Ins	62.50%	62.71%	79.69%	72.79%	61.15%	75.61%	77.80%	44.79%	37.86%	45.39%	58.31%
15598	Interins Exch Of The Automobile Club	67.29%	72.03%	62.66%	60.64%	78.33%	82.26%	89.74%	113.18%	49.93%	68.97%	75.44%
11908	Mercury Cas Co	51.98%	50.73%	68.84%	53.81%	62.73%	81.35%	74.71%	69.56%	38.57%	52.74%	58.71%
25941	United Services Auto Assoc	61.53%	50.77%	61.12%	58.09%	60.25%	59.12%	68.42%	95.56%	51.88%	31.82%	59.00%
19100	Amco Ins Co	54.79%	56.24%	54.98%	55.04%	60.62%	73.92%	88.90%	103.99%	45.64%	46.79%	65.66%
25968	USAA Cas Ins Co	57.85%	56.70%	61.83%	66.70%	55.24%	68.31%	64.37%	77.52%	42.93%	38.65%	56.75%
23035	Liberty Mut Fire Ins Co	54.58%	58.13%	62.02%	58.04%	62.77%	87.81%	84.99%	112.74%	40.86%	33.66%	59.48%
21873	Firemans Fund Ins Co	53.74%	36.43%	52.41%	43.51%	44.21%	55.69%	45.38%	53.58%	32.66%	46.44%	46.08%
26905	Century-Natl Ins Co	71.51%	67.75%	67.28%	54.55%	48.11%	61.34%	82.04%	131.71%	59.09%	52.85%	68.80%
37850	Pacific Specialty Ins Co	47.12%	41.85%	24.30%	42.26%	73.20%	41.07%	51.36%	70.92%	49.86%	27.82%	48.41%
36161	Travelers Prop Cas Ins Co	60.96%	55.53%	82.82%	43.34%	53.06%	71.76%	73.41%	111.36%	40.81%	41.69%	59.99%
24740	Safeco Ins Co Of Amer	51.63%	50.37%	58.93%	62.26%	63.74%	63.50%	53.57%	38.69%	24.23%	26.31%	50.52%
34525	First American Speciaty Ins Co	32.16%	34.27%	41.03%	36.10%	47.76%	72.62%	67.26%	129.22%	58.65%	51.60%	73.33%
42579	Allied Prop & Cas Ins Co	53.55%	58.93%	60.39%	64.88%	58.52%	72.89%	96.06%	83.11%	54.40%	34.72%	61.97%
39012	Safeco Ins Co Of IL	27.32%	31.41%	42.21%	52.75%	58.33%	72.92%	77.09%	60.96%	47.94%	43.33%	57.05%
20281	Federal Ins Co	34.66%	52.66%	27.21%	34.71%	39.53%	49.56%	63.39%	92.26%	36.83%	35.59%	46.68%
30104	Hartford Underwriters Ins Co	68.39%	49.14%	68.45%	59.32%	59.62%	70.32%	75.93%	85.70%	40.19%	50.53%	61.71%
	<b>Sub Total</b>	<b>60.55%</b>	<b>59.59%</b>	<b>67.49%</b>	<b>62.80%</b>	<b>65.37%</b>	<b>78.70%</b>	<b>72.09%</b>	<b>89.06%</b>	<b>37.59%</b>	<b>41.18%</b>	<b>61.97%</b>
	<b>% of California Total</b>	<b>65.08%</b>	<b>60.87%</b>	<b>61.34%</b>	<b>46.35%</b>	<b>55.33%</b>	<b>67.45%</b>	<b>71.19%</b>	<b>83.71%</b>	<b>48.06%</b>	<b>46.53%</b>	<b>60.64%</b>
	<b>California Total</b>	<b>62.64%</b>	<b>60.07%</b>	<b>66.01%</b>	<b>59.49%</b>	<b>63.52%</b>	<b>76.64%</b>	<b>71.93%</b>	<b>88.15%</b>	<b>39.33%</b>	<b>42.03%</b>	<b>61.68%</b>
	<b>Countrywide Total</b>	<b>88.11%</b>	<b>66.06%</b>	<b>75.45%</b>	<b>74.55%</b>	<b>76.90%</b>	<b>89.32%</b>	<b>77.22%</b>	<b>68.90%</b>	<b>75.51%</b>	<b>86.04%</b>	<b>77.98%</b>